

Message Text

UNCLASSIFIED

PAGE 01 VALLET 00223 151030Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----021955 151953Z /64

R 151017Z FEB 78
FM AMEMBASSY VALLETTA
TO USDOC WASHDC
INFO SECSTATE WASHDC 7966
AIDE PDNCAD NEW CUMB PA

UNCLAS VALLETTA 00223

COMMERCE FOR FBP AND MAJOR PROJECTS

E.O. 11652: N/A
TAGS: BTIO, EWWT, MT
SUBJECT: USED EQUIPMENT REQUEST/MARSA SHIPYARD

REF: (A) 77 VALLETTA 0798 (DTG 141405Z JUL 77),
(B) 77 USDOC 13851 (DTD 25 JULY 77),
(C) 77 VALLETTA 0943 (DTG 191245Z AUG 77),
(D) USDOC 2740 (DTG 101915Z FEB 78)

1. REFTEL A SOUGHT ADDRESSEES' ASSISTANCE IN LOCATING US SOURCES OF USED SHIPYARD EQUIPMENT FOR THE MALTA SHIPBUILDING COMPANY LIMITED (GOM JOINT VENTURE WITH LIBYAN GOVERNMENT) IN THE CONSTRUCTION OF THE MARSA SHIPYARD. USDOC RESPONSE (REFTEL B) INDICATED THAT ADS WERE TO BE INSERTED IN COMMERCE AMERICA AND COMMERCE BUSINESS DAILY, TOP SUBMISSION PREPARED, AND APPROPRIATE TRADE ASSOCIATIONS NOTIFIED.

2. IN FEBRUARY 10 MEETING WITH MR. HENRY COPPINI, NEW CHAIRMAN OF PROJECT' BOARD OF DIRECTORS, HE STATED THAT COMPANY HAD NOT RECEIVED ANY RESPONSE AS A RESULT OF ABOVE-MENTIONED EFFORTS AND THAT HE WAS STILL VERY MUCH INTERESTED IN EQUIPMENT BEING SOUGHT. HE EXPLAINED THAT
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 VALLET 00223 151030Z

BEFORE THE PROJECT'S BOARD OF DIRECTORS WOULD APPROVE PURCHASE OF ANY NEW EQUIPMENT, THEY HAD TO BE SATISFIED THAT NO SUITABLE USED EQUIPMENT WAS AVAILABLE. HE ESTIMATED THAT, IF ALL NEW EQUIPMENT WERE PURCHASED FOR THE PROJECT, COST WOULD BE ABOUT TEN MILLION MALTA POUNDS (DOLS 25 MILLION). NO VALUE ESTIMATE IS AVAILABLE IF USED EQUIPMENT IS TO BE PURCHASED. CHAIRMAN FURTHER MENTIONED

THAT BOARD OF DIRECTOR'S DECISION ON PURCHASE OF AVAILABLE USED EQUIPMENT, OR DECISION THAT NO SUITABLE USED EQUIPMENT IS AVAILABLE AND HENCE THE COMPANY SHOULD SEEK NEW EQUIPMENT, WOULD BE MADE IN ABOUT TWO MONTHS TIME. COMPANY OFFICIAL MENTIONED THAT LISTING OF, AND SPECIFICATIONS FOR, EQUIPMENT LISTED IN REFTEL C REMAINS CURRENT.

3. COMMENT: EMBASSY APPRECIATES PREVIOUS USDOC AND AID/EPD/NCAD EFFORTS IN CONNECTION WITH THE SUPPLY OF EQUIPMENT TO THE MARSA PROJECT. WE ALSO RECOGNIZE THE LENGTHY PERIOD THAT HAS ELAPSED SINCE THE GOM FIRST REQUESTED USG ASSISTANCE IN LOCATING SUPPLIERS OF EQUIPMENT FOR THE PROJECT, DURING WHICH THE GOM SWITCHED ITS PREFERENCES CONCERNING EQUIPMENT PROCUREMENT. WORK ON THE SHIPYARD, HOWEVER, IS NOW GOING FORWARD AND WE EXPECT MAJOR DECISIONS ON EQUIPMENT PROCUREMENT WITHIN THE NEXT TWO TO THREE MONTHS. END COMMENT.

4. ACTION REQUESTED: EMBASSY WOULD APPRECIATE USDOC EFFORTS TO NOTIFY PROSPECTIVE US SUPPLIERS OF USED SHIPYARD EQUIPMENT OF THIS SALES OPPORTUNITY. SUCH SUPPLIERS SHOULD BE URGED TO CONTACT MR. HENRY COPPINI, CHAIRMAN, THE MALTA SHIPBUILDING COMPANY LTD, C/O MINISTRY OF DEVELOPMENT, VALLETTA, MALTA, WITH SPECIFICATIONS OF EQUIPMENT RESPONSIVE TO THE GOM'S REQUEST. COPPINI
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 VALLET 00223 151030Z

MENTIONED THAT TECHNICAL PERSONNEL ASSIGNED TO THE PROJECT WOULD BE AVAILABLE TO TRAVEL TO THE US TO INSPECT AVAILABLE EQUIPMENT. THE EMBASSY WOULD ALSO APPRECIATE BEING NOTIFIED OF THE DEPARTMENT'S EFFORTS IN THIS REGARD SO THAT WE MAY EITHER NOTIFY THE GOM OF EFFORTS TO LOCATE PROSPECTIVE US SUPPLIERS OR AT LEAST THAT EFFORTS TO LOCATE SUCH SUPPLIERS WERE NOT SUCCESSFUL. IF LATTER IS THE CASE (AND GOM UNABLE TO LOCATE SUITABLE ALTERNATE SOURCE OF USED EQUIPMENT), WE ANTICIPATE THAT GOM WILL AGAIN SOLICIT QUOTATIONS FOR NEW EQUIPMENT AND WE WILL SO NOTIFY THE DEPARTMENT. WE ANTICIPATE THAT, SHOULD QUOTATIONS FOR NEW EQUIPMENT BE SOLICITED, US COMPANIES STAND A VERY GOOD CHANCE OF RECEIVING MAJOR ORDERS.
LAINGEN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SHIPBUILDING INDUSTRY, SPARE PARTS, SHIPYARDS
Control Number: n/a
Copy: SINGLE
Draft Date: 15 feb 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978VALLET00223
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780070-0190
Format: TEL
From: VALLETTA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780250/aaaabqfo.tel
Line Count: 108
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 0ccff2d8-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 VALLETTA 798, 77 VALLETTA 943
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 28 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3582045
Secure: OPEN
Status: NATIVE
Subject: USED EQUIPMENT REQUEST/MARSA SHIPYARD
TAGS: BTIO, EWWT, MT, US
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0ccff2d8-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014